

1638

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		# of Accounts w/SR Frequency 75+ CPW				# Ind. RJR Contract Accts									
December, 1997		Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
163801	Sheltra, M	92	12	1	105	69%	63	68%	61	3	1	5.5	31	96	2,929
163802	Chicarelli, J	82	12	1	95	78%	48	59%	46	6	4	5.5	6	97	616
163803	Davis, R	89	13	2	104	72%	64	72%	53	4	6	8.0	14	140	1,912
163804	Patterson, D	62	28	1	91	73%	56	90%	36	17	6	6.4	34	112	3,863
163805	Doak, D	68	25	1	94	72%	59	87%	46	13	9	6.1	28	107	2,945
163806	Martin, H	98	14	1	113	65%	64	65%	65	2	9	7.8	11	137	1,538
163807	Pianowski, R	82	22	1	105	61%	50	61%	42	7	31	7.5	4	131	582
1638 Division Total		573	126	8	707	70%	404	71%	349	52	66	6.7	18	820	14,385

		# of Accounts w/SR Frequency 75+ CPW				# Ind. RJR Contract Accts									
November, 1997		Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
163801	Sheltra, M	93	12	1	106	70%	59	63%	61	3	1	7.4	34	130	4,468
163802	Chicarelli, J	84	13	1	98	75%	44	52%	45	6	5	6.9	11	121	1,283
163803	Davis, R	91	13	2	106	70%	57	63%	54	4	6	6.8	16	119	1,960
163804	Patterson, D	62	28	1	91	73%	52	84%	36	17	6	6.6	60	116	6,963
163805	Doak, D	68	25	1	94	72%	56	82%	46	12	8	0.1	60	2	1,200
163806	Martin, H	98	16	1	115	65%	63	64%	64	3	7	6.6	15	116	1,700
163807	Pianowski, R	80	22	1	103	61%	43	54%	38	7	31	8.1	11	142	1,564
1638 Division Total		576	129	8	713	70%	374	65%	344	52	64	7.1	24	746	18,058

		# of Accounts w/SR Frequency 75+ CPW				# Ind. RJR Contract Accts									
October, 1997		Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
163801	Sheltra, M	92	11	1	104	72%	60	65%	62	3	1	6.4	24	141	3,375
163802	Chicarelli, J	90	13	1	104	74%	45	50%	46	6	6	6.3	15	138	2,133
163803	Davis, R	92	14	2	108	69%	58	63%	54	4	7	6.9	25	151	3,723
163804	Patterson, D	60	27	1	88	76%	52	87%	38	16	6	8.3	31	182	5,705
163805	Doak, D	67	24	1	92	73%	55	82%	46	12	10	3.1	27	67	1,797
163806	Martin, H	102	13	1	116	66%	63	62%	65	2	4	6.7	18	147	2,622
163807	Pianowski, R	79	24	1	104	60%	43	54%	38	8	22	7.2	18	157	2,766
1638 Division Total		582	126	8	716	70%	376	65%	349	51	56	5.0	23	983	22,121

		# of Accounts w/SR Frequency 75+ CPW				# Ind. RJR Contract Accts									
September, 1997		Pack	Carton	Direct/ Indirect	Total	75+ CPW % RR Supported Calls	VAP Accts.	% Pack Accts. w/VAP	Pack	Carton	# Ind PM Excl/ Lockout Calls	Avg. Calls per Day	Avg. Ctns. Sold per call	Total Calls	Total Orders
163801	Pianowski, R	68	16	1	85	56%	40	59%	40	4	10	7.8	5	136	671
163802	Patterson, D	69	16	1	86	66%	47	68%	44	7	7	8.9	21	156	3,248
163803	Davis, R	67	19	2	88	76%	48	72%	40	10	6	8.3	26	146	3,775
163804	Chicarelli, J	77	11	1	89	72%	33	43%	35	4	2	8.3	4	145	568
163805	Doak, D	73	24	1	98	73%	58	79%	49	12	10	7.6	28	133	3,736
163806	Smith, P	73	18	1	92	68%	43	59%	41	6	15	4.5	25	79	1,983
163807	Martin, H	77	18	1	96	63%	48	62%	45	4	4	7.5	14	132	1,808
163809	Sheltra, M	89	2	1	92	76%	50	56%	53	1	3	6.7	14	118	1,701
1638 Division Total		593	124	9	726	69%	367	62%	347	48	57	6.6	17	1,045	17,490

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Status Report - Retail Representatives

Retail Reps

Nashua #1638

		# of Accounts Frequency 75+ CPW			Promo Activity				
December, 1997									
Territory	Rep	Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
163820	Dowst, J	42	20	62	5.9	2	79	103	242
163821	Weightman, T	47	20	67	5.9	2	82	103	207
163822	Koutrakos, V	63	15	78	6.7	4	313	117	523
163823	Nolin, P	54	16	70	7.7	4	70	135	495
163824	Cailler, B	59	14	73	5.6	11	49	98	1,069
163825	Keefe, M	50	10	60	1.4	0	0	25	0
163826	Sanborn, C	60	20	80	7.2	5	64	126	577
163827	Dube, K	47	20	67	3.3	5	24	57	265
163828	Brogan, N	75	10	85	7.3	2	79	128	224
163829	Robinson, T	77	20	97	7.6	5	77	133	706
1638 Division Total		574	165	739	5.9	4	837	1,025	4,308

		# of Accounts Frequency 75+ CPW			Promo Activity				
November, 1997									
Territory	Rep	Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
163820	Dowst, J	42	20	62	5.4	1	79	94	65
163821	Weightman, T	46	20	66	5.4	1	60	94	109
163822	Koutrakos, V	64	15	79	6.2	5	262	108	552
163823	Nolin, P	54	16	70	6.3	6	80	111	652
163824	Cailler, B	59	14	73	6.4	8	54	113	907
163825	Keefe, M	50	10	60	0.0	0			
163826	Sanborn, C	60	20	80	7.4	6	100	130	759
163827	Dube, K	49	20	69	5.7	2	45	99	168
163828	Brogan, N	75	10	85	6.9	1	62	121	135
163829	Robinson, T	77	20	97	7.9	3	56	139	383
1638 Division Total		576	165	741	6.4	4	798	1,009	3,730

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Status Report - Retail Representatives

Retail Reps - Nashua - #1638

October, 1997		# of Accounts Frequency 75+ CPW					Promo Activity		
Territory	Rep	Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
163820	Dowst, J	37	19	56	5.8	1	102	126	118
163821	Weightman, T	37	17	54	6.0	2	104	132	258
163822	Koutrakos, V	62	16	78	7.2	5	388	157	856
163823	Nolin, P	65	15	80	7.4	3	185	163	467
163824	Cailler, B	64	19	83	6.3	8	115	138	1,075
163826	Sanborn, C	60	20	80	8.4	4	155	183	726
163827	Dube, K	49	20	69	5.9	5	104	129	588
163828	Robinson, T	76	10	86	7.8	2	0	171	287
163829	Brogan, N	78	20	98	6.8	2	4	148	271
1638 Division Total		528	156	684	6.8	3	1,157	1,347	4,646

September, 1997		# of Accounts Frequency 75+ CPW					Promo Activity		
Territory	Rep	Pack	Carton	Total	Avg. Calls Per Day	Avg. Ctns. Ordered per call	Temporary Displays	Total Calls	Order Books
163820	Dowst, J	38	20	58	7.1	5	97	125	653
163821	Poulin, T	38	16	54	7.0	1	59	122	130
163822	Koutrakos, V	62	14	76	7.9	7	299	139	922
163823	Nolin, P	61	18	79	7.4	4	102	130	491
163824	Cailler, B	62	19	81	7.9	6	112	139	771
163825	Ross, D	51	10	61	3.3	0	28	57	0
163826	Sanborn, C	58	21	79	8.8	2	92	154	307
163827	Dube, K	49	20	69	6.7	5	79	117	641
163828	Robinson, T	72	8	80	7.4	1	5	130	164
163829	Brogan, N	72	14	86	8.6	1	104	151	121
1638 Division Total		563	160	723	7.2	3	977	1,264	4,200

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